

EXHIBIT G

711 Third Avenue
New York, NY



Sales Consultant New Hire Training Agenda
Michael Coelho, VP Training & Development
508 277 5119

DAY 1			
Monday, June 6, 2016			
9 th Floor Boardroom			
TIME	Topic / Presentation	Facilitator	Subjects Covered
9:30 – 10:30	Welcome to Strategic Financial Solutions! Company Overview	Cindy Sperling	Company History / Who we are.
10:30 – 12:00	Human Resources	Kim Celic	Complete onboarding paperwork. Employee Policies & Procedures. Employee Benefits.
12:00 – 1:00	Lunch		
1:00 – 1:30	Sales Training Expectations & Introductions	Michael Coelho	Course Overview / Expectations
1:30 – 3:30	Credit Card Modification Overview	Michael Coelho	Overview of the CC Modification Industry. Overview of SFS CC Modification Program.
3:30 – 5:00	PBS Video		History of the Credit Card Industry
5:00 – 6:00	Review Session	Michael Coelho	Thursday's exam: Passing grade of 80 is required for continuation of program.

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JAY 2

TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 11:00	Overview of Other Debt Relief Options. DTI/LTV/MMP	Michael Coelho	Borrower Options: <ul style="list-style-type: none"> • Consolidation Loans • Bankruptcy • Credit Counseling • Continuing to pay cc minimum monthly payments.
11:00 - 12:00	FICO FICO 9.0	Michael Coelho	Everything you need to know about FICO and your credit score.
12:00 – 1:00	The SFS Sales Process	Michael Coelho	The Clients' Journey from signup to settlement.
1:00 – 2:00	Lunch		
2:00 – 3:00	Synchronized Selling:	Michael Coelho	Synchronized Selling Workshop: Active Listening
3:00 – 4:30	Synchronized Selling: Qualifying Call	Michael Coelho	Synchronized Selling Workshop: Power Probing Techniques Qualifying Call Script
4:30 – 6:00	Qualifying Call Role Play	Michael Coelho	Qualifying Call Role Plays

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DAY 4

TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 11:00	Assessment: All topics covered during week 1.	Michael Coelho	Exam: All topics covered during week 1 with the exception of Synchronized Selling. Passing grade is 80.
11:00 – 1:30	Synchronized Selling	Michael Coelho	Role Play Exercises: The Guilt Objection Credit Score Objections: Emotional Auto Loan
1:30 – 2:30	Lunch		
2:30 – 6:00	Synchronized Selling	Michael Coelho	Role Play Exercises: The Closing Call Script The Guilt Objection Credit Score Objections: Emotional/Auto Loan/Sec. Clearance
6:00 – 7:00	Rep Shadowing / Call Monitoring		Shadow our top performers.

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DAY 7			
TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 1:30	Synchronized Selling	Michael Coelho Chuck Ellison	Role Play Exercises Putting it all together: Qualifying Call Script Closing Call Script Enrollment Docs Script All objections covered.
1:30 – 2:30	Lunch		
2:30 – 5:30 5:30 Pm	Synchronized Selling	Michael Coelho Chuck Ellison	Role Play Exercises Rapid Fire Objections Knockout Round

DAY 8			
TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 1:00	Synchronized Selling	Michael Coelho Chuck Ellison	Role Play Exercises Rapid Fire Objections Knockout Round
1:00 – 2:00	Lunch		
2:00 – 4:00	Synchronized Selling	Michael Coelho Chuck Ellison	Graded Role Play Exercises Perfecting your Call: Qualifying Call /Closing Call.
4:00 – 5:00	Jeopardy Final Exam Review	Michael Coelho	Final Exam Review
5:30 – 7:00	Rep Shadowing / Call Monitoring		Shadow our top performers

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DAY 10			
TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 11:30	Synchronized Selling	Michael Coelho	Role Play Exercise: Final Role Play 'Dress Rehearsals'.
11:30 – 3:00	Individual Role-Play Exam	Chadi Bitar Chuck Ellison Dan Blumkin	Final Role Play Exam: Pass / Fail
5:00	GRADUATION CEREMONY CONGRATULATIONS!		

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DAY 9			
TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 11:30	Final Exam	Michael Coelho	All topics covered to date. Passing grade is 80.
1:30 – 2:30	Lunch		
2:30 – 6:00	Synchronized Selling	Michael Coelho Chuck Ellison	Tailored Role Play Exercise: Perfecting your Call: Qualifying/Closing Call.
6:00 – 6:30 7pm	Final Role-Play Exam Review	Michael Coelho	Preview of tomorrow's exams: Passing grade for Final Exam is 80. Final Role Play Exam is Pass/Fail.

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DAY 5

TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 1:30	Synchronized Selling	Michael Coelho	Role Play Exercises: Closing Call Script Creditor Calls Objection
1:30 – 2:30	Lunch		
2:30 – 4:00 4 PM	Synchronized Selling	Michael Coelho Chuck Ellison	Role Play Exercises: Closing Call Script Creditor Calls Objection

DAY 6

TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 11:00 9:30 AM	Synchronized Selling EXAM	Michael Coelho	Role Play Exercises Litigation / Taxes
11:00 – 1:30	Synchronized Selling	Michael Coelho	Role Play Exercises Closing Call Script All Objections
1:30 – 2:30	Lunch		
2:30 – 5:30	Synchronized Selling	Michael Coelho Chuck Ellison	Graded Role Play Exercises Closing Call Script All Objections
5:30 – 7:00	Rep Shadowing / Call Monitoring		Shadow our top performers.

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Day 3			
TIME	Topic / Presentation	Facilitator	Subjects Covered
10:00 – 11:00	Graded Qualifying Call Role Play	Michael Coelho	Mastering the Qualifying Call
11:00 – 12:00	Credit Report Analysis	Michael Coelho	Credit Report Analysis Eligible Enrolled Debt Debt Calculator
12:00 – 1:30	Synchronized Selling	Michael Coelho	Features & Benefits Objection Handling
1:30 – 2:30	Lunch		
2:30 – 4:30	Synchronized Selling	Michael Coelho	Synchronized Selling Workshop: The Closing Call Script
4:30 – 6:00	Synchronized Selling	Michael Coelho	Synchronized Selling Workshop: The Guilt Objection
6:00 – 6:30	Review Session Company Tour	Michael Coelho	Company Tour

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